

## Press Release

22 September 2022

### **Lupus alpha opens branch in Paris**

**Frankfurt-based asset management company aiming to manage EUR 300 million in France in the medium term**

**Lupus alpha has opened a branch in France. The Paris office is headed by French sales specialist Marie Fournier, 36, as the specialised asset manager looks to expand its client base internationally. The branch will initially focus on wholesale investors such as family offices, private banks and portfolio managers. In the medium term, Lupus alpha is aiming to manage EUR 300 million for these customer groups in France via its specialised investment strategies.**

Lupus alpha is offering its entire specialised product range in France in the form of mutual funds with immediate effect. This range includes European small and mid caps, liquid alternative investments such as capital preservation strategies, global convertible bonds and securitised corporate loans (collateralised loan obligations).

“We chose France as a new location within our European strategy because French investors are extremely open to owner-led boutiques and have a strong affinity for specialised asset classes,” explained **Ralf Lochmüller, CEO and founding partner of Lupus alpha**. “As an active asset manager, we primarily serve investors looking for specialised solutions away from traditional asset classes.” In the medium term, the Frankfurt-based asset manager is aiming to manage around EUR 300 million for wholesale investors. As a next step, Lupus alpha also intends to add institutional investors such as major banking groups and insurance companies to its client base.

The growth of the France business will be driven from Paris by experienced sales specialist **Marie Fournier**. “We are delighted to be able to welcome Marie Fournier to Lupus alpha. She fits our boutique culture perfectly and has already built up the French business of a specialist boutique extremely successfully,” said **Lochmüller**. Marie Fournier has excellent knowledge of the French asset management market and a broad and robust network of investors. She has amassed more than ten years of relevant experience, including as Head of Sales for France and Monaco at Alken Asset Management and as Senior Sales Manager for the French market at Berenberg AM.

**Marie Fournier, Branch Manager for France**, said: “From the very beginning, I have been impressed by the particular focus on quality at Lupus alpha. It goes much further than simply achieving performance targets and is entirely geared towards

client requirements. As a multi-specialist, Lupus alpha can help French investors to open up new sources of return. I'm confident that there will be numerous synergies between Paris and Frankfurt."

Lupus alpha is aiming to expand its team at the Paris office to include two to three sales experts by the end of 2024.

#### **About Lupus alpha**

As an independent, owner-operated asset management company, Lupus alpha has been synonymous with innovative, specialised investment solutions for over 20 years. As one of Germany's European small and mid-cap pioneers, Lupus alpha is one of the leading providers of volatility strategies as well as collateralised loan obligations (CLOs). Global convertible bond strategies complete its specialised product range. The Company manages a volume of almost EUR 14 billion for institutional and wholesale investors. For further information, visit [www.lupusalphade.com](http://www.lupusalphade.com).